

For Six Month Period Ending DEC 30 1987
(Insert date)

Name of Registrant **BERMUDA DEPARTMENT OF TOURISM** Registration No. **430**

Business Address of Registrant **310 Madison Ave., Ste. 201, New York, N.Y. 10017**
44 School Street, Ste. 1010, Boston, MA 02108
150 North Wacker Drive, Ste. 1070, Chicago, ILL 60606
235 Peachtree St., N.E., Ste. 2008, Atlanta, GA 30303
I-REGISTRANT

1. Has there been a change in the information previously furnished in connection with the following:

(a) If an individual:

(1) Residence address	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>
(2) Citizenship	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>
(3) Occupation	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>

(b) If an organization:

(1) Name	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>
(2) Ownership or control	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>
(3) Branch offices	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>

2. Explain fully all changes, if any, indicated in item 1.

IF THE REGISTRANT IS AN INDIVIDUAL, OMIT RESPONSE TO ITEMS 3, 4, and 5.

3. Have any persons ceased acting as partners, officers, directors or similar officials of the registrant during this 6 month reporting period? Yes ☒ No ☐

If yes, furnish the following information:

Name	Position	Date Connection Ended
Stephen Flett	Director of Sales & Marketing	31st August, '87
Barry Marsh	Regional Sales Manager	13th October, '87
Karen Bull	Assistant Manager/Sales	31st October, '87
Richard Quinn	Assistant Manager/Sales	11th December, '87

4. Have any persons become partners, officers, directors or similar officials during this 6 month reporting period?
 Yes ☒ No ☐

If yes, furnish the following information:

<i>Name</i>	<i>Residence Address</i>	<i>Citizenship</i>	<i>Position</i>	<i>Date Assumed</i>
Paul Zar	Ft. Lee, N.J.	U.S.	Director of Sales	15th Sept. '87

5. Has any person named in Item 4 rendered services directly in furtherance of the interests of any foreign principal?
 Yes ☐ No ☒

If yes, identify each such person and describe his services.

6. Have any employees or individuals other than officials, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish the following information:

<i>Name</i>	<i>Position or connection</i>	<i>Date terminated</i>
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7. During this 6 month reporting period, have any persons been hired as employees or in any other capacity by the registrant who rendered services to the registrant directly in furtherance of the interests of any foreign principal in other than a clerical or secretarial, or in a related or similar capacity? Yes ☐ No ☒

If yes, furnish the following information:

<i>Name</i>	<i>Residence Address</i>	<i>Position or connection</i>	<i>Date connection began</i>
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II—FOREIGN PRINCIPAL

(PAGE 3)

8. Has your connection with any foreign principal ended during this 6 month reporting period?

Yes ☐

No ☒

If yes, furnish the following information:

Name of foreign principal

Date of Termination

9. Have you acquired any new foreign principal¹ during this 6 month reporting period?

Yes ☐

No ☒

If yes, furnish following information:

Name and address of foreign principal

Date acquired

10. In addition to those named in Items 8 and 9, if any, list the foreign principals¹ whom you continued to represent during the 6 month reporting period.

BERMUDA DEPARTMENT OF TOURISM

III—ACTIVITIES

11. During this 6 month reporting period, have you engaged in any activities for or rendered any services to any foreign principal named in Items 8, 9, and 10 of this statement? Yes ☒ No ☐

If yes, identify each such foreign principal and describe in full detail your activities and services:

See Attached

¹The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual or organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a)(9)).

A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those foreign principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity² as defined below?
 Yes ☐ No ☒

If yes, identify each such foreign principal and describe in full detail all such political activity, indicating, among other things, the relations, interests and policies sought to be influenced and the means employed to achieve this purpose. If the registrant arranged, sponsored or delivered speeches, lectures or radio and TV broadcasts, give details as to dates, places of delivery, names of speakers and subject matter.

13. In addition to the above described activities, if any, have you engaged in activity on your own behalf which benefits any or all of your foreign principals? Yes ☐ No ☒

If yes, describe fully.

²The term "political activities" means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

IV—FINANCIAL INFORMATION

14. (a) RECEIPTS—MONIES

During this 6 month reporting period, have you received from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal, any contributions, income or money either as compensation or otherwise? Yes ☒ No ☐

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies.³

<i>Date</i>	<i>From Whom</i>	<i>Purpose</i>	<i>Amount</i>
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Please see Schedule A, pages 1 through 4, hereto annexed.

Total

(b) RECEIPTS—THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value⁴ other than money from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal? Yes ☐ No ☒

If yes, furnish the following information:

<i>Name of foreign principal</i>	<i>Date received</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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³A registrant is required to file an Exhibit D if he collects or receives contributions, loans, money, or other things of value for a foreign principal, as part of a fund raising campaign. See Rule 201(e).

⁴Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

15. (a) **DISBURSEMENTS—MONIES**

During this 6 month reporting period, have you

(1) disbursed or expended monies in connection with activity on behalf of any foreign principal named in Items 8, 9 and 10 of this statement? Yes ☒ No ☐

(2) transmitted monies to any such foreign principal? Yes ☐ No ☒

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies, including monies transmitted, if any, to each foreign principal.

<i>Date</i>	<i>To Whom</i>	<i>Purpose</i>	<i>Amount</i>
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Please see attached Schedule A, pages 1 through 4 and Schedule B, for list of operation expenditures.

Total

15. (b) DISBURSEMENT OF THINGS OF VALUE

During this 6 month reporting period, have you disposed of anything of value⁵ other than money in furtherance of or in connection with activities on behalf of any foreign principal named in items 8, 9 and 10 of this statement?

Yes ☐ No ☒

If yes, furnish the following information:

<i>Date disposed</i>	<i>Name of person to whom given</i>	<i>On behalf of what foreign principal</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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(c) DISBURSEMENTS—POLITICAL CONTRIBUTIONS

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value⁵ in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office?

Yes ☐ No ☒

If yes, furnish the following information:

<i>Date</i>	<i>Amount or thing of value</i>	<i>Name of political organization</i>	<i>Name of candidate</i>
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V—POLITICAL PROPAGANDA

(Section 1(j) of the Act defines "political propaganda" as including any oral, visual, graphic, written, pictorial, or other communication or expression by any person (1) which is reasonably adapted to, or which the person disseminating the same believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, or in any other way influence a recipient or any section of the public within the United States with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party or with reference to the foreign policies of the United States or promote in the United States racial, religious, or social dissensions, or (2) which advocates, advises, instigates, or promotes any racial, social, political, or religious disorder, civil riot, or other conflict involving the use of force or violence in any other American republic or the overthrow of any government or political subdivision of any other American republic by any means involving the use of force or violence.)

16. During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any political propaganda as defined above? Yes ☐ No ☒

IF YES, RESPOND TO THE REMAINING ITEMS IN THIS SECTION V.

17. Identify each such foreign principal.

⁵Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

18. During this 6 month reporting period, has any foreign principal established a budget or allocated a specified sum of money to finance your activities in preparing or disseminating political propaganda? Yes ☐ No ☒

If yes, identify each such foreign principal, specify amount, and indicate for what period of time.

19. During this 6 month reporting period, did your activities in preparing, disseminating or causing the dissemination of political propaganda include the use of any of the following:

- ☐ Radio or TV broadcasts ☐ Magazine or newspaper articles ☐ Motion picture films ☐ Letters or telegrams
☐ Advertising campaigns ☐ Press releases ☐ Pamphlets or other publications ☐ Lectures or speeches
☐ Other (specify) None

20. During this 6 month reporting period, did you disseminate or cause to be disseminated political propaganda among any of the following groups:

- ☐ Public Officials ☐ Newspapers ☐ Libraries
☐ Legislators ☐ Editors ☐ Educational institutions
☐ Government agencies ☐ Civic groups or associations ☐ Nationality groups
☐ Other (specify) None

21. What language was used in this political propaganda:

- ☐ English ☐ Other (specify) None

22. Did you file with the Registration Section, U.S. Department of Justice, two copies of each item of political propaganda material disseminated or caused to be disseminated during this 6 month reporting period? Yes ☐ No ☒

23. Did you label each item of such political propaganda material with the statement required by Section 4(b) of the Act? Yes ☐ No ☒

24. Did you file with the Registration Section, U.S. Department of Justice, a Dissemination Report for each item of such political propaganda material as required by Rule 401 under the Act? Yes ☐ No ☒

VI—EXHIBITS AND ATTACHMENTS

25. EXHIBITS A AND B

- (a) Have you filed for each of the newly acquired foreign principals in Item 9 the following:

Exhibit A⁶ Yes ☒ No ☐
 Exhibit B⁷ Yes ☒ No ☐

If no, please attach the required exhibit.

- (b) Have there been any changes in the Exhibits A and B previously filed for any foreign principal whom you represented during this six month period? Yes ☐ No ☒

If yes, have you filed an amendment to these exhibits? Yes ☐ No ☐

If no, please attach the required amendment.

⁶The Exhibit A, which is filed on Form CRM-157 (Formerly OBD-67) sets forth the information required to be disclosed concerning each foreign principal.

⁷The Exhibit B, which is filed on Form CRM-155 (Formerly OBD-65) sets forth the information concerning the agreement or understanding between the registrant and the foreign principal.

If you have previously filed an Exhibit C⁸, state whether any changes therein have occurred during this 6 month reporting period. Yes ☐ No ☒

If yes, have you filed an amendment to the Exhibit C? Yes ☐ No ☐

If no, please attach the required amendment.

27. SHORT FORM REGISTRATION STATEMENT

Have short form registration statements been filed by all of the persons named in Items 5 and 7 of the supplemental statement? Yes ☒ No ☐

If no, list names of persons who have not filed the required statement.

The undersigned swear(s) or affirm(s) that he has (they have) read the information set forth in this registration statement and the attached exhibits and that he is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his (their) knowledge and belief, except that the undersigned make(s) no representation as to the truth or accuracy of the information contained in attached Short Form Registration Statement, if any, insofar as such information is not within his (their) personal knowledge.

(Type or print name under each signature)

(Both copies of this statement shall be signed and sworn to before a notary public or other person authorized to administer oaths by the agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions who are in the United States, if the registrant is an organization.)

Paul L. Zar
Paul L. Zar
Director of Sales N. A.

Subscribed and sworn to before me at New York, N.Y.

this 4th day of February, 1988

KENNETH I. GREENSTEIN
Notary Public, State of New York
No. 02-GR6558675
Qualified in Suffolk County
Commission Expires Aug. 31, 1988

Kenneth I. Greenstein
(Signature of notary or other officer)

⁸The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, constitution, and bylaws of a registrant that is an organization. (A waiver of the requirement to file an Exhibit C may be obtained for good cause upon written application to the Assistant Attorney General, Criminal Division, Internal Security Section, U.S. Department of Justice, Washington, D.C. 20530.)

JULY

- July 3 Participated in the Peachtree Road Race Expo at the Colony Square Hotel in Atlanta Ga by K. Bull. Approximately 6,500 consumers attended. Literature disseminated.
- July 13-15 Participated in the 1987 Meeting World Trade Show at the Sheraton Washington Hotel in Washington, DC by D. Carlson. Approx. 200 meeting planners attended. Literature disseminated.
- July 22 Participated in the Lockheed Travel Show at Lockheed, Dobbins Air Force Base in Atlanta, GA by B. Marsh and K. Bull. 2,000 Lockheed employees attended. Literature disseminated.
- July 22 Participated in the Midwest ASTA Summerfest '87 at the Oakbrook Terrace Country Club Hills in Oakbrook, ILL by W. Gutteridge. 60 travel agents attended. Literature disseminated.
- July 29 Sponsored a Breakfast Seminar at Ken Ward Travel in Atlanta, GA by K. Bull. A film on Bermuda was shown to 11 travel agents. Literature disseminated.
- July 30 Presentation and film shown to 30 travel agents at Value Line Travel in Lanham, MD by M. Outerbridge. Literature disseminated.

AUGUST

- Aug. 4 Co-sponsored "Bermuda Day in Boston" at Quincy Market in Boston, MA by L. Williams, R. Quinn, H. Cronis and M. O'Brien. Approx. 1,000 travel agents attended the mini-trade show. Literature disseminated.
- Aug. 6 Conducted a seminar on Bermuda at "Elan's" in Atlanta, GA by K. Bull. A film was shown to 300 consumers. Literature disseminated.
- Aug. 11 Co-sponsored a Bermuda Night with Waltham Kiwanis at Travel Agents International in Boston, Ma. by R. Quinn. A film on Bermuda was shown to 35 consumers. Literature disseminated.
- Aug. 12 Sponsored a presentation and film showing to 65 senior citizens for Weir Travel and Mature Concepts at Delair Landing in Bucks County, PA by M. Outerbridge. Literature disseminated.
- Aug. 19 Conducted a seminar on Bermuda at St. Petersburg Hilton & Towers in St. Petersburg, Fla by K. Bull. 192 travel agents attended. Literature disseminated.

- Aug. 20-23 Participated in the Carolinas Trade Show at the Registry Resort in Naples, Fla by B. Marsh and K.Bull. Approx. 200 travel agents visited the booth. Literature disseminated.
- Aug. 22-26 Participated in the 1987 ASAE Annual Travel Show at the Jacob Javits Conference Center in New York City, NY by D. Carlson. Approx. 200 meeting planners visited booth. Literature disseminated.
- Aug. 24 Conducted a seminar on Bermuda at the Tampa Airport Hilton in Tampa, Fla by K. Bull. A film was shown to 200 travel agents. Literature disseminated.
- Aug. 25 Conducted a Bermuda seminar at the Sheraton Sand-Key Hotel in Clearwater, Fla by K.Bull. Film was shown to 210 travel agents. Literature disseminated.

SEPTEMBER

- Sept. 1 Participated in the Interaction Trade Show at the Grand Hyatt Hotel in Washington, DC by D. Carlson. 20 meeting planners visited booth. Literature disseminated.
- Sept. 8 Participated in the PAL Travel Show at the Melbourne Hilton in Melbourne, Fla by K.Bull. Approx. 100 travel agents attended. Literature disseminated.
- Sept. 9 Participated in the PAL Travel Show at the Daytona Hilton in Daytona Beach, Fla by K. Bull. 95 travel agents attended. Literature disseminated.
- Sept. 9 Participated in the Travel Marketing Consultants Trade Show at The Ridgefield in Chicopee, MA by R.Quinn. A film was shown to 25 travel agents. Literature disseminated.
- Sept. 10 Participated in the Travel Marketing Consultants Trade Show at the Holiday Inn in Nashua, NH by L. Williams and R.Quinn. 19 travel agents attended. Literature disseminated.
- Sept. 10 Participated in the PAL Trade Show at the Holiday Inn in Jacksonville, Fla by K.Bull. 105 travel agents attended. Literature disseminated.
- Sept. 14 Participated in the Chicago Tribune Travel Show at the Holiday Inn O'Hare in Chicago, ILL by W. Gutteridge and J. Welch. Approx. 600 travel agents attended. Literature disseminated.
- Sept. 14 Participated in the National Trade Show at the Sonesta

Hotel in Portland, ME by L. Williams and R. Quinn. 100 agents attended. Literature disseminated.

Sept. 15 Participated in the National Trade Show at Days Inn in Burlington, MA by L. Williams and R. Quinn. 110 agents attended. Literature disseminated.

Sept. 15 Co-sponsored a Bermuda Night with the ASTA Virginia Sub Chapter at the Virginia Plaza in Norfolk, VA by M. Outerbridge and L. Woolridge. 110 travel agents attended. Literature disseminated.

Sept. 15-17 Participated in the IT & ME Trade Show at McCormick Place North in Chicago, ILL by D. Carlson. 222 meeting planners visited booth. Literature disseminated.

Sept. 16 Co-sponsored at Bermuda Night with C.I. Travel at their headquarters in Norfolk, VA by M. Outerbridge. Approx. 350 consumers attended. Literature disseminated.

Sept. 16 Participated in the National Trade Show at Johnson & Wales Inn in Seekonk, MA by R. Quinn. 100 travel agents attended. Literature disseminated.

Sept. 16 Attended the American Airlines Travel Agent Picnic at High Meadow in Grandy, CT by L. Williams. Approx. 800 travel agents attended. Literature disseminated.

Sept. 17 Participated in the National Trade Show at Howard Johnsons in Windsor Locks, CT by L. Williams and R. Quinn. 110 travel agents attended. Literature disseminated.

Sept. 21 Participated in the Eastern Travel Assoc. Trade Show at the Sheraton Hotel in Harrisburg, PA by L. Woolridge. 75 travel agents attended. Literature disseminated.

Sept. 21 Participated in the Travel Marketing Consultants Trade Show at the Sheraton Inn in Hyannis, MA by R. Quinn. A film on Bermuda was shown to 25 travel agents. Literature disseminated.

Sept. 22 Participated in the Travel Marketing Consultants Trade Show at the Sheraton Inn in Norwich, CT by R. Quinn. Film was shown to 20 agents. Literature disseminated.

Sept. 22 Participated in the Minneapolis Star and Tribune Trade Show at Radison South in Minneapolis, MN by W. Gutteridge. Approx. 800 travel agents attended. Literature disseminated.

Sept. 22 Participated in the National Trade Show at the Hyatt Greenville in Greenville, SC by K. Bull. Approx. 95 agents attended. Literature disseminated.

Sept. 22 Participated in the Eastern Travel Assoc. Trade Show at the Woodlands Inn and Resort in Wilkes-Barre, PA by M. Outerbridge and L. Woolridge. 75 travel agents attended. Literature disseminated.

Sept. 23 Participated in the National Trade Show at the Holiday Inn in Columbia, SC by K. Bull. 102 travel agents attended. Literature disseminated.

Sept. 23 Participated in the Eastern Travel Assoc. Trade Show at the Holiday Inn in Bethlehem, PA by L. Woolridge. 90 agents attended. Literature disseminated.

Sept. 24 Participated in the National Trade Show at the Ramada Inn in Macon, GA by D. Adams. 45 agents attended. Literature disseminated.

Sept. 24 Participated in the Eastern Express Trade Show at the Holiday Inn in Manchester, NH by R. Quinn. 230 travel agents attended. Literature disseminated.

Sept. 26 Participated in the AAA Travel Vacation Show at the Holiday Inn in Manchester, NH by R. Quinn. A film was shown to approx. 2,500 consumers. Literature disseminated.

Sept. 28 Participated in the Don Holland Trade Show at the Civic Center in Overland Park, KS by W. Gutteridge. Approx. 400 travel agents attended. Literature disseminated.

Sept. 29 Participated in the Des Moines Register Travel Show at the Airport Hilton in Des Moines, IA by W. Gutteridge. 250 agents attended. Literature disseminated.

Sept. 29 Participated in the Travel Marketing Consultants Trade Show at the Tavern Inn in Montpelier, VT by R. Quinn. A film was shown to 17 travel agents. Literature disseminated.

Sept. 29 Participated in the PAL Trade Show at the Holiday Inn Woodlawn in Charlotte, NC by K. Bull. 97 travel agents attended. Literature disseminated.

Sept. 30 Participated in the PAL Trade Show at the Sheraton in Greensboro, NC by K. Bull. 103 agents attended. Literature disseminated.

Sept. 30 Participated in the Travel Marketing Consultants Trade Show at the Ramada Inn in South Portland, ME by R. Quinn. 20 travel agents attended. Literature disseminated.

OCTOBER

- Oct. 1 Participated in the Travel Market Place Trade Show at the Holiday Inn in Independence, OH by Q. Gutteridge. Approx. 517 travel agents attended. Literature disseminated.
- Oct. 5 Participated in the Cincinnati Enquirer Trade Show at the Drawbridge Inn in Covington, KY by W. Gutteridge. 439 travel agents attended. Literature disseminated.
- Oct. 8 Participated in the Allen Travel Consumer Trade Show at the Fort Wayne Hilton in Ft. Wayne, IN by W. Gutteridge. 1526 consumers attended. Literature disseminated.
- Oct. 8 Co-sponsored a Bermuda Night with Sunchaser Travel at the Governor Carver Hotel in Plymouth, MA by R. Quinn. A film on Bermuda was shown to 75 consumers. Literature disseminated.
- Oct. 13 Participated in the Don Holland Trade Show at the Radisson Hotel in Columbus, OH by J. Welch. 150 travel agents attended. Literature disseminated.
- Oct. 14 Participated in the Don Holland Trade Show at the Adams Mart in Indianapolis, IN by J. Welch. 200 agents attended. Literature disseminated.
- Oct. 14 Participated in the Eastern Express Trade Show at the Exposition Building in Portland, ME by L. Williams and R. Quinn. 260 travel agents attended. Literature disseminated.
- Oct. 15 Participated in the Don Holland Trade Show at the Radisson Hotel in Atlanta, GA by D. Adams. Approx. 350 travel agents attended. Literature disseminated.
- Oct. 19 Conducted a seminar on Bermuda at GolfPac, Inc. in Maitland, Fla by D. Adams. 18 staff members of GolfPac attended. Literature disseminated.
- Oct. 19 Participated in the Grand Rapids Press Trade Show at the Amway Grand Centre in Grand Rapids, MI by W. Gutteridge. 327 travel agents attended. Literature disseminated.
- Oct. 19 Participated in the Eastern Airlines Trade Show at the Turf Inn in Albany, NY by L. Woolridge. 450 agents attended. Literature disseminated.
- Oct. 19 Participated in the National Trade Show at the Holiday Inn Chesapeake in Norfolk, VA by M. Outerbridge. 120 agents attended. Literature disseminated.
- Oct. 20 Participated in the Eastern Airlines Trade Show at the Sheraton Inn in Syracuse, NY by L. Woolridge. 400

travel agents attended. Literature disseminated.

- Oct. 20 Participated in the National Trade Show at the Howard Johnsons Hotel in Richmond, VA by M. Outerbridge. 90 agents attended. Literature disseminated.
- Oct. 20 Participated in the Detroit News Trade Show at Fairlane Manor in Dearborn, MI by W. Gutteridge. 1435 travel agents attended. Literature disseminated.
- Oct. 20 Co-sponsored a Bermuda Night with Ask Mr. Foster/Donovan Travel at the Warwick Country Club in Warwick, RI by R. Quinn. A film was shown to 50 consumers. Literature disseminated.
- Oct. 20 Participated in the Don Holland Trade Show at the Orlando Expo Center in Orlando, Fla by D. Adams. Approx. 300 travel agents attended. Literature disseminated.
- Oct. 20 Participated in the Dialogue/One-on-One Trade Show at the Omni Union Station in St. Louis, MO by D. Carlson. 9 meeting planners visited booth. Literature disseminated.
- Oct. 21 Participated in the Don Holland Trade Show at the Holiday Inn Hotel in Tampa, Fla by D. Adams. Approx. 400 agents attended. Literature disseminated.
- Oct. 21 Participated in the Eastern Airlines Trade Show at the Ramada Inn-Airport in Rochester, NY by L. Woolridge. Approx. 350 agents attended. Literature disseminated.
- Oct. 22 Participated in the Interaction Trade Show at the Copley Plaza Hotel in Boston, MA by D. Carlson. 14 meeting planners visited booth. Literature disseminated.
- Oct. 22 Participated in the Eastern Airlines Trade Show at the Sheraton Inn East in Buffalo, NY by L. Woolridge. Approx. 500 agents attended. Literature disseminated.
- Oct. 23-25 Participated in the AAA Keystone Travel Consumer Travel Show at the Memorial Hall in Philadelphia, PA by M. Outerbridge. Approx. 3,000 consumers attended. Literature disseminated.
- Oct. 25 Participated in the Easy Travel Consumer Trade Show at the Ramada Inn O'Hare in Rosemont, ILL by W. Gutteridge. Approx 2200 consumers attended. Literature disseminated.
- Oct. 25-28 Participated in the 1987 LIMRA Conference at the Opryland Hotel in Nashville, TN by D. Carlson. 200 meeting planners attended. Literature disseminated.

- Oct. 26 Participated in the Travel Market Place Trade Show at Stouffers Concourse Inn in St. Louis, MO by W. Gutteridge. 633 travel agents attended. Literature disseminated.
- Oct. 27 Participated in the Northern Illinois University Trade Show at the University in DeKalb, ILL by W. Gutteridge. 193 students attended. Literature disseminated.
- Oct. 27 Co-sponsored at Bermuda Night with Old Windsor Travel at the Windsor Town Library in Windsor, CT by R. Quinn. A film was shown to 50 consumers. Literature disseminated.
- Oct. 27-31 Participated in the Tampa Airport International Concourse/British Airways Grand Opening at the Marriott Hotel in Tampa, Fla by G. Pedro and C. Flores. Approx. 500 travel agents and consumers attended. Literature disseminated.
- Oct. 28-31 Participated in the New York Marathon Trade Show at the Sheraton Centre in New York City, NY by L. Woolridge. Approx. 25,000 runners attended. Literature disseminated.
- Oct. 28 -
Nov. 1 Participated in the SITE Annual International Conference at the Fairmont Hotel in New Orleans, LA by D. Carlson. Approx. 300 meeting planners attended. Literature disseminated.
- Oct. 29 Participated in the AAA Travel Show at their headquarters in Warwick, RI by R.Quinn. Approx. 500 consumers attended. Literature disseminated.
- Oct. 29 Participated in the Golf Digest Trade Show at the Embassy Suites Hotel in Rosemont, ILL by J. Welch. Approx. 250 travel agents attended. Literature disseminated.

NOVEMBER

- Nov. 1 Participated in the International Day Promotion at the Woodruff Arts Center in Atlanta, GA by D. Adams. Approx. 1,200 students attended. Literature disseminated.
- Nov. 2 Co-sponsored a Bermuda Night with Long Island ASTA at the Chateau Briand in Carle Place, NY by A. Lugo and L. Woolridge. 96 travel agents attended. Literature disseminated.
- Nov. 3 Participated in the Continental Eastern Travel Show at

the Sheraton Washington Hotel in Washington, DC by M. Outerbridge. Approx. 500 travel agents attended. Literature disseminated.

- Nov. 4 Co-sponsored a Bermuda Night with New Jersey ASTA at the Holiday Inn Raritan Center in Edison, NJ by A. Lugo and L. Woolridge. 90 travel agents attended. Literature disseminated.
- Nov. 9 Participated in Golf Digest Expo at the Quest Quarters Suite Hotel in Philadelphia, PA by M. Outerbridge. Approx. 250 golfers and travel agents attended. Literature disseminated.
- Nov. 10 Participated in Golf Digest Expo at the Stouffer Concourse Hotel in Arlington, VA by M. Outerbridge. Approx. 150 golfers and travel agents attended. Literature disseminated
- Nov. 11 Participated in the Golf Group Promotion at the Embassy Suites Galleria in Atlanta, GA by D. Adams. Approx. 150 consumers attended. Literature disseminated.
- Nov. 16-18 Participated in the Bridal Expo at Leonards in Great Neck, NY by A. Lugo. 738 brides attended. Literature disseminated.
- Nov. 20-22 Participated in the Eastern Travel Assoc. Trade Show at the Chateau Resort in Tannersville, PA by M. Outerbridge. Approx. 80 agents visited booth. Literature disseminated.
- Nov. 23 Participated in Travel Chalet's Cruise Night at their offices in Mineola, NY by A. Lugo. A film was shown to 92 consumers. Literature disseminated.

DECEMBER

- Dec. 3 Participated in the 1987 Dialogue/One-on-One Trade Show at the Sheraton Hotel in Stamford, Ct by D. Carlson. 7 meeting planners visited booth. Literature disseminated.
- Dec. 9 Participated in the Elbow Beach Breakfast Seminar at the Cherry Hill Hyatt in Cherry Hill, NJ by L. Woolridge. 34 travel agents attended. Literature disseminated.

July - December, 1987: A total of 1,420 sales calls were made on travel agencies throughout the U.S. by all offices.

SCHEDULE "A"

NEW YORK OFFICE

BALANCE ON HAND AS OF JULY 1, 1987		\$ 437,533.00
FUNDS RECEIVED FROM BERMUDA (OPERATIONS, TRAVEL, RENT, ADVERTISEMENTS, CLERICAL)		\$1,313,020.00
		<hr/>
EXPENDITURES		\$1,750,553.00
OPERATIONS	\$783,526.00	
CLERICAL	\$236,872.00	
TRAVEL	\$ 39,890.00	
RENT	\$ 98,236.00	\$1,158,524.00
		<hr/>
BALANCE ON HAND AS OF DECEMBER 31, 1987		\$ 592,029.00

INTERNAL SECURITY
SECTION

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RECEIVED
DEPT OF JUSTICE
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SCHEDULE "B"

NEW YORK OFFICE

LOCAL TRANSPORTATION	\$ 2,025
TELEPHONE/TELEXES	\$ 31,328
POSTAGE	\$ 96,777
TRAVEL LITERATURE PRINTING	\$112,860
TRAVEL LITERATURE DISTRIBUTION	\$109,550
ADVERTISING TELEPHONE DIRECTORY	\$ 932
CUSTOMS CLEARANCE	\$ 4,899
MESSENGER SERVICE	\$ 2,029
OFFICE EQUIPMENT RENTALS	\$ 10,220
MAINTENANCE/SERVICE	\$ 4,408
OFFICE INSURANCE	\$ 2,550
ELECTRICITY	\$ 0
STATIONERY/SUPPLIES	\$ 32,894
PROMOTION OF SALES ENTERTAINMENT	\$ 10,545
TRAVEL ORGANIZATIONS	\$ 2,303
SPECIAL SALES PROMOTIONS	\$110,762
GIFTS/TIPS	\$ 34

SCHEDULE "A"

CHICAGO OFFICE

BALANCE ON HAND AS OF JULY 1, 1987	\$ 61,798.00
FUNDS RECEIVED FROM BERMUDA (OPERATIONS, TRAVEL, RENT, ADVERTISEMENTS, CLERICAL)	\$ 100,517.00
	<u>\$162,315.00</u>

EXPENDITURES

OPERATIONS	\$ 48,625.00	
CLERICAL	\$ 43,552.00	
TRAVEL	\$ 19,108.00	
RENT	\$ 7,957.00	\$ 119,242.00
<u>BALANCE ON HAND AS OF DECEMBER 31, 1987</u>		<u>\$ 43,073.00</u>

SCHEDULE "B"

CHICAGO OFFICE

LOCAL TRANSPORTATION	\$ 75
TELEPHONE/TELEXES	\$ (1,803)
POSTAGE	\$ 2,081
TRAVEL LITERATURE PRINTING	\$ 116
TRAVEL LITERATURE DISTRIBUTION	\$ 385
ADVERTISING TELEPHONE DIRECTORY	\$ 123
CUSTOMS CLEARANCE	\$ 127
MESSENGER SERVICE	\$ 82
OFFICE EQUIPMENT RENTALS	\$ 1,751
MAINTENANCE/SERVICE	\$ 579
OFFICE INSURANCE	\$ 0
ELECTRICITY	\$ 340
STATIONERY/SUPPLIES	\$ 856
PROMOTION OF SALES ENTERTAINMENT	\$ 387
TRAVEL ORGANIZATIONS	\$ 499
SPECIAL SALES PROMOTIONS	\$ 1,421
GIFTS/TIPS	\$ 100

SCHEDULE "A"

ATLANTA OFFICE

BALANCE ON HAND AS OF JULY 1, 1987	\$105,500.00
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FUNDS RECEIVED FROM BERMUDA (OPERATIONS, TRAVEL, RENT, ADVERTISEMENTS, CLERICAL)	\$141,924.00
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	\$247,424.00
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EXPENDITURES

OPERATIONS	\$ 72,008.00
CLERICAL	\$ 59,905.00
TRAVEL	\$ 21,192.00
RENT	\$ 14,837.00

	\$167,942.00
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BALANCE ON HAND AS OF DECEMBER 31, 1987	\$79,482.00
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SCHEDULE "B"

ATLANTA OFFICE

LOCAL TRANSPORTATION	\$ 1,985
TELEPHONE/TELEXES	\$ 10,379
POSTAGE	\$ 7,501
TRAVEL LITERATURE PRINTING	\$ 969
TRAVEL LITERATURE DISTRIBUTION	\$ 563
ADVERTISING TELEPHONE DIRECTORY	\$ 485
CUSTOMS CLEARANCE	\$ 0
MESSENGER SERVICE	\$ 266
OFFICE EQUIPMENT RENTALS	\$ 2,579
MAINTENANCE/SERVICE	\$ 1,614
OFFICE INSURANCE	\$ 0
ELECTRICITY	\$ 0
STATIONERY/SUPPLIES	\$ 4,115
PROMOTION OF SALES ENTERTAINMENT	\$ 3,099
TRAVEL ORGANIZATIONS	\$ 554
SPECIAL SALES PROMOTIONS	\$ 9,163
GIFTS/TIPS	\$ 335

SCHEDULE "A"

BOSTON OFFICE

BALANCE ON HAND AS OF JULY 1, 1987	\$ 61,404.00
FUNDS RECEIVED FROM BERMUDA (OPERATIONS, TRAVEL, RENT, ADVERTISEMENTS, CLERICAL)	\$140,915.00
	<hr/>
	\$202,319.00

EXPENDITURES

OPERATIONS	\$ 43,941.00	
CLERICAL	\$ 54,676.00	
TRAVEL	\$ 11,270.00	
RENT	\$ 13,740.00	\$ 123,627.00

BALANCE ON HAND AS OF DECEMBER 31, 1987	\$ 78,692.00
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SCHEDULE "B"

BOSTON OFFICE

LOCAL TRANSPORTATION	\$ 1,000
TELEPHONE/TELEXES	\$ 4,344
POSTAGE	\$ 5,800
TRAVEL LITERATURE PRINTING	\$ (10)
TRAVEL LITERATURE DISTRIBUTION	\$ 500
ADVERTISING TELEPHONE DIRECTORY	\$ 270
CUSTOMS CLEARANCE	\$ 116
MESSENGER SERVICE	\$ 123
OFFICE EQUIPMENT RENTALS	\$ 2,914
MAINTENANCE/SERVICE	\$ 1,456
OFFICE INSURANCE	\$ 0
ELECTRICITY	\$ 681
STATIONERY/SUPPLIES	\$ 804
PROMOTION OF SALES ENTERTAINMENT	\$ 1,694
TRAVEL ORGANIZATIONS	\$ 630
SPECIAL SALES PROMOTIONS	\$ 5,546
GIFTS/TIPS	\$ (460)

PUBLICATIONS DISTRIBUTED BY THE BERMUDA DEPARTMENT OF TOURISM

JULY 1 - DECEMBER 31, 1987

PUBLICATIONS:

140,200	Sportsman's Guide to Bermuda
229,300	Where to Stay in Bermuda
110,950	Travel Tips
131,600	Bride's Honeymoon Brochure
119,300	Bermuda 12-Panel Brochure
53,900	Bermuda Golfer's Guide
153,500	Fall/Winter Rate Sheets
54,700	Spring/Summer Rate Sheets
3,400	Meeting & Incentive Travel Guide
600	1987 Bermuda Blue Books
300,600	Handy Reference Map
25,200	Bermuda Festival Folders
182,900	Rendezvous Season Brochures
20,200	Bermuda College Weeks Folders
500	Bermuda College Weeks Posters
10,000	Bermuda Representative Sheets
195,500	Immigration Notice Flyers
51,400	Bermuda Sand Bags
800	Large Map Posters
1,300	Port Royal Golf Posters
300	Bermuda Stamp Posters
600	Beach Posters
2,200	Large Carriage Posters
1,600	Large Tennis Posters
21,900	Golf Shells
10,300	Summer Shells
29,700	St. Peter's Church Shells
16,100	Sports Shells
85,200	Bermuda Letterheads
4,600	Luggage Tags
17,900	Bermuda Plastic Bags
5,500	Bermuda Napkins
300	Bermuda Window Displays
111,000	Bermuda Is You Brochures
10,000	Small Cottage & Guest Houses Bro.
95,300	Video Cassette Mailers
11,500	The Joy of Shopping
68,500	Rendezvous Select Vacation Flyers
61,700	Bermuda Shoppers Guide
16,800	1988 BDA Track & Field

PREPARED AND PRINTED BY:

Donihe Graphics, TN
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Sterling Regal, NY
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Encls.

UNITED STATES DEPARTMENT OF JUSTICE
REGISTRATION UNIT
CRIMINAL DIVISION
WASHINGTON, D.C. 20530

NOTICE

Please answer the following questions and return this sheet in triplicate with your supplemental statement:

1. Is your answer to Item 16 of Section V (Political Propaganda - page 7 of Form OBD-64 - Supplemental Statement):

Yes _____ or No XX

(If your answer to question 1 is "yes" do not answer question 2 of this form.)

2. Do you disseminate any material in connection with your registration:

Yes XX or No _____

(If your answer to question 2 is "yes" please forward for our review copies of all such material including: films, film catalogs, posters, brochures, press releases, etc. which you have disseminated during the past six months.)

Paul L. Zar
Signature

2/4/88
Date

Paul L. Zar
Please type or print name of
signatory on the line above

Director of Sales, N.A.
Title

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